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Automotive News

September 13, 1982

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New for '83

Ford's LTD downsized for 1983

The 1983 Ford LTD sedan and station wagon have been downsized, with the dimensions virtually matching those of the 1982 Granada, which LTD replaces in the Ford lineup. The new LTDs have five-passenger seating capacity. Aerodynamic improvements highlight the LTD's exterior styling. Story, more photos on Page 52.

Mercury builds a midsize Marquis

Mercury is supplementing its sedan lineup for '83 with the new Marquis models — sedans and station wagons with standard 2.3-liter engine and either a four-speed manual or three-speed automatic transmission. Marquis public introduction is Oct. 14. More on pages 4, 49.

Firenza wagon for Oldsmobile

New for Oldsmobile is the 1983 Firenza station wagon, which joins two-door and four-door sedans in the division's J-car lineup. The Firenza wagon has 64 cubic feet of cargo space when the rear seat is folded down and 34 cubic feet when the rear seat is in use. The sporty Hurst/Olds option is also returned for 1983. More pictures, story on Page 54.

New-car stockpile climbs to 88 days as sales falter

By Jenny L. King
Staff Writer

The domestic new-car inventory climbed to an 88-day supply Sept. 1 from 83 days a month earlier, mainly because of the anemic sales pace during August.

The domestic new-car inventory totaled 1,379,434 Sept. 1, up only slightly from 1,377,130 on Aug. 1 and more than 100,000 below the 1,485,692 units on hand Sept. 1 a year ago. But because of the stronger sales pace last year that Sept. 1 total was a 64-day supply.

General Motors, which a month earlier had racked up the biggest inventory increase, and Volkswagen of America, which has been paring back its stock for several months, were the only makers to cut inventories during August.

By size class, the top and bottom trimmed stocks, while all other segments increased.

• GM cut its inventory to an 86-day supply from 90 days a month earlier. Much of the cutting came in the maker's heavy

Table on Page 6.

inventories of J-bodies and A-bodies, but these lines continued in hefty supply.

Ford Motor Co. also opened September with an 86-day supply, but that was up from its month-earlier level of 71 days.

Chrysler Corp. boosted its inventory during the month to 85 days from 79. The corporation had a little over 4,000 of its new E-series cars in stock, for which no sales pace has been established.

American Motors had a 106-day supply Sept. 1, up sharply from 58 days Aug. 1, reflecting both a buildup in stocks and a decline in sales. The supply figure does not include almost 11,000 Alliances in inventory.

VWoA continued its stock-trimming efforts, cutting its supply from 110 days Aug. 1 to 85 days Sept. 1. Not only did VWoA slice its unit count, it also achieved a higher sales rate and was alone among corporate makers on that score.

The Sept. 1 domestic inventory was divided this way: GM, 61.37 percent; Ford Motor Co., 22.53 percent; Chrysler Corp., 11.56 percent; AMC, 2.50 percent, and VWoA, 2.04 percent.

A month earlier, the domestic inventory was divided as follows: GM, 61.84 percent: Ford Motor Co., 22.33 percent; Chrysler Corp., 12.06 percent; VWoA, 2.42 percent, and AMC, 1.35 percent.

• By size class, subcompacts and luxury cars both opened September with lower supply figures than a month earlier, while the other segments all gained. It was the second consecutive month that this pattern has prevailed.

Subcompacts were down to a 95½-day supply from 100 days a month earlier, but were still the heaviest size segment Sept. 1. Luxury units were in 71-day supply, down from 74 days a month earlier.

The industry had an 86-day supply of compacts, up from 84; an 89-day stock of intermediates, up from 86, and a 70-day supply of standards, up from 57 days.

The Sept. 1 inventory was di-

Continued on Page 6, Col. 4

Softer local-content bill moving through House

By Helen Kahn
Washington Bureau Chief

WASHINGTON. — A greatly changed UAW-backed local-content bill has started its move toward passage by the House where the bill now has nearly 250 members (more than half of the 435 total) as sponsors.

At presstime, Rep. John Dingell, Michigan Democrat and chairman of the House Energy and Commerce Committee, was pushing it through his committee where he clearly has the votes although the opposition is angry and vocal. Despite hours of delay and late night sessions, it has a standing-room audience.

The bill then will go to the Trade Subcommittee, where opponents will have their day in court.

But it will not be allowed to languish there because the full House Ways and Means Committee has the votes to send it on its way to House passage before the November election.

Some voting for it may well have doubts—and many may not even understand it — but they will be able nonetheless to tell the voters they are trying to get a "jobs" bill through to help the unemployed auto workers in this prolonged recession.

Senate passage appears unlikely at this point, but old Congress watchers are not even sure of that. Despite the Congress' normal interminable delays, they also know its ability to turn on a dime when the kleig lights are on and the voters on the ready.

The Reagan Adminstration has opposed the bill and hinted at a veto, but Presidents have been known to change their minds when presented with a bill promising jobs shows up at the White House just before election. Whether the Senate acts and the President has a choice, the bill is already a campaign issue and House passage makes local-content a surefire issue next time around.

The original bill was not taken very seriously and some lawmakers probably signed on as sponsors confident it was going nowhere. Generally, local-content laws exist in the underdeveloped countries—never in industrialized and leading trading nations. For years, the domestic automakers with their multinational companies have been free traders; so has the international UAW.

Now, however, Ford and General Motors have declared themselves neutral. Volkswagen of America—although its immediate needs would be accommodated in the revised bill—is opposed to any trade restrictions. American Motors—with its tremendous dependence on Renault is silent.

The UAW — using the battle

Continued on Page 6, Col. 1

breaking news

Lutz joins Ford board; HF II retires as employe

DEARBORN. — Robert A. Lutz has been elected to the board of directors of Ford Motor Co. He has been executive vice president, Ford International Automotive Operations, since Aug. 1 and before that was chairman of Ford of Europe. The company also announced that Henry Ford II will retire as an officer and employe on Oct. 1. Ford was 65 on Sept. 4. He continues as a director and as chairman of the Finance Committee. In the Finance Committee post, he had been an officer and employe of Ford Motor, but will not be after Oct. 1. Ford retired as chief executive in October, 1979, and as chairman in March, 1980.

Nissan says local content could shut U. S. plant

WASHINGTON. — Nissan Mfg. President Marvin Runyon has written to the Dingell House subcommittee that either UAW local-content bill could cause the company to "seriously consider cessation of operations in Smyrna (Tenn.)." Runyon said Nissan's limited U. S. truck production "cannot cost-justify the manufacture of engines and/or drivetrains at our Smyrna facility" that is near completion.

See BREAKING NEWS, Page 8, Col. 1

NEWSPAPER

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High-mileage Sentra Diesel coming in '83

Nissan could topple MPG king VW

By Jake Kelderman
Washington Staff Writer

WASHINGTON. — Volkswagen of America, perennial "King of the Mountain" in the annual fuel-economy derby, may be dethroned in 1983.

The challenger is Nissan's new Sentra diesel. According to knowledgeable sources, it is going to post a city fuel economy number at or very near 49 MPG, fully 4 MPG better than Volkswagen's winning entry last year, the four-speed Rabbit diesel.

Nissan had served notice of the possible changeover last year when a gasoline-fueled version of the front-wheel-drive Sentra came in with a 43-MPG city average. Diesels are generally more fuel efficient than gasoline-powered vehicles.

Not unexpectedly, the development has VW enginers worried and scurrying for every drop of fuel economy they can find in the venerable Diesel Rabbit. Winning the fuel-economy derby is generally considered to be worth millions in advertising.

"We're adding up every tenth of a MPG we can find," a VW spokesman said, adding "It's going to be close."

• Some of those tenths are courtesy of VW's "upshift light," a device that tells the driver when to shift to the next higher gear in manual-shift cars to keep the engine operating in its most effective range.

AUTOMOTIVE NEWS previously reported this device had boosted fuel economy in the 1982 Rabbit diesel four-speed by more than it actually does. The boost is actually about 3 to 3.5 percent, or 1.3 to 1.5 MPG, and occurs only in the city driving cycle. The 12-percent figure reported earlier (Aug. 23) is actually the average fuel-economy boost for the VW/Audi fleet equipped with the shift light, and is uncorrected for the estimated rate of usage by the driver.

Corrected, the number is 6 percent to 7 percent. The corresponding numbers for the Rabbit diesel are 5 percent, corrected to 3 to 3.5 percent.

Shift lights will show up not only in Volkswagen and Audi manual-shift cars next year, but in Honda and Ford Motor Co. vehicles as well. Nissan is still studying use of the light.

Import share hits peak as domestic sales plunge

By Jenny L. King
Staff Writer

Sales of new cars in August were at the lowest in 24 years for the domestic auto makers, while the imports surpassed their year-ago level by a slim 0.21 percent margin and gorged themselves on their largest segment ever of a U. S. monthly sales total.

As the domestics were tumbling 31.96 percent from their August, 1981, sales, imports pushed ahead to 199,341 from 198,927, a total which accounted for 32.74 percent of the market, highest for any month in any year. It followed the previous any-month record of 31.68 percent set in July, 1982.

Domestic sales in August numbered 409,411, down almost 200,000 units from 601,741 a year earlier, when the auto makers were engaged in rebate programs that succeeded in bringing customers into dealerships. It was the worst August since 1958 when sales totaled 324,969.

Year-to-date domestic sales through the end of August totaled 3,774,143, down 14.37 percent from 4,407,361 in 1981.

Import sales for the first eight months were down 10.82 percent, to 1,499,866 from 1,681,923.

Combined sales reached 608,752 in August, down 23.97 percent from 800,668 last year. Grand total, January through August, was 5,274,009, down 13.39 percent from 6,089,284.

• The U. S. auto makers were down from 23.47 percent to 43.54 percent this August compared with their year-ago sales. General Motors dropped 33.74 percent, to 254,937 from 384,755. Ford Motor Co. was off 23.47 percent, to 81,690 from 119,804.

Chrysler Corp. dropped 32.97 percent, to 48,405 from 72,216. American Motors was off 40.64 percent, to 5,807 from 9,783, and Volkswagen of America sales were down 43.54 percent, to 8,572 from 15,183.

GM earned 62.27 percent of the domestic market in August, down from 63.94 percent last year. Ford climbed to 22.40 percent from 19.91 percent. Chrysler sales accounted for 11.82 percent, down from 12.00 percent a year earlier; AMC had 1.42 percent, down from 1.63 percent, and VWoA had 2.09 percent, down from 2.52 percent.

Chrysler and Lincoln were the only U. S. makes to surpass year-ago sales levels this August. Chrysler was up 140.45 percent, to 13,434 from 5,587, while Lincoln was up 19.58 percent, to 5,637 from 4,714.

Plymouth was down 50.34 percent in August, Imperial was down 77.20 percent and Dodge was down 44.14 percent.

Ford dropped 29.24 percent and Mercury missed its '81 level by 14.11 percent. Buick was down 23.53 percent, Cadillac was down 7.89 percent, Chevrolet was down 34.43 percent, Oldsmobile was down 36.53 percent and Pontiac was down 47.08 percent.

The daily selling rate in August was a modest 15,747, lowest average for any month since 14,726 in January, and down 31.96 percent from 23,144 a year ago.

• Sales of new imported cars maintained a level reached at the beginning of the summer. They were up slightly from

Continued on Page 7, Col. 1

Ford and L-M boost incentives to answer GM

Ford Motor was quick in responding to the hefty dealer cash incentives recently announced by General Motors.

At Ford Division, the "Big Bucks Bonanza" program was upgraded to pay a flat $500 on each '81/'82 Mustang/Escort and $700 on EXP, beginning with unit one, Sept. 3-22.

Previously, there were cut-in levels on Mustang and Escort and only $500 on EXP.

The new program covers cars retailed and delivered during the contest period, and there is a limit of 10 to a customer (for small-fleet buyers.)

At Lincoln-Mercury, payments are a flat $500 on Lynx and Capri and $700 on LN7 for the same period.

The only difference is that XR-7 gets a $500 dealer incentive, plus qualifying for the 11.9 percent financing program.

The same Sept. 3-22 dates are in effect.

High-priced D-Type Jaguar

This 1955 D-Type Jaguar was sold recently at auction for $220,000 during the Sydney (Australia) Motor Show. It was purchased by former racing driver Bib Stillwell, who raced a different D-Type in the late '50s. The acquisition had been crashed twice during its racing career; the second time it was restored in Sydney by Ian Cummins, who spent six years and an estimated 5,000 man-hours returning it to better-than-new condition. Only 67 D-Types were built, with 44 said to be surviving.

A runner's car

A Datsun 280-ZX, provided by Granada Datsun, Granada Hills, Calif., set the pace for nearly 700 runners in the Fifth Annual Northridge Twilight 10K run at the University of California.

Smog-conspiracy case heads for court again

By Helen Kahn
Washington Bureau Chief

WASHINGTON. — Next happening in the protracted and checkered drama of whether the domestic auto companies and their trade association will be granted some relief from the 1969 "smog conspiracy" consent settlement is tentatively set for Sept. 27 in the Los Angeles courtroom of District Judge Jesse W. Curtis.

Two provisions—filing of joint statements in safety and other regulated areas and intercompany cooperative research on emission control technology — were set to lapse after 10 years.

But the action—or inaction—has seen the judge ruling first one way and then the other and completely opposite positions being taken by the Carter Administration and the Reagan Administration.

The same Justice Department lawyers who so hotly argued against the change a couple of years ago now argue for it. Only the companies—especially Ford, which has said the exceptions granted to Chrysler and AMC were unfair to it — have been consistently against the decree.

• Four months after the Reagan Administration's April, 1981, announcement of its intention to modify the decree, Antitrust Chief William Baxter quietly filed a stipulation signed by both government and industry with the California court.

But Judge Curtis' agreement was challenged by the Center for Auto Safety, which claimed the Antitrust Procedures Act should apply. The upshot has been to replace quiet legal maneuvers by publicity (including paid advertising in newspapers), publication of a competitive impact statement in the Federal Register and a public hearing.

Despite the flurry of publicity, only one company responded on the side of the companies—a management consulting firm in Toledo called Auto-Tech Strategies, Inc.

This Ohio firm says the domestic firms must be allowed to play by the same rules as the foreign companies, asks for greater relaxation of antitrust laws than the current proposal envisages and predicts that cooperative research could help save jobs, increase volume enough to allow the domestics to become cost-competitive with imports, enhance development of new products and sustain federal and local tax bases.

But opposition came from the Center for Auto Safety, the California Air Resources Board, and Kenneth Hahn, of the Board of Supervisors of Los Angeles County—a man who argued that the current slump of the domestic industry is not due to environmental and safety regulations (look at the "robust" health of the imports which meet the same standards, he says) and urges the Administration not to "give the fox the key to the chicken coop."

• In the latest court filing, the Justice Department now says the three critics share a "fundamental flow: An assumption that modification of the Final Judgment will permit anticompetitive agreement and joint behavior."

This is "totally incorrect," says Justice. "Anticompetitive agreements and behavior would be barred by the Modified Final Judgment, and would in any event be illegal and actionable under the Sherman Act."

The department assures the California Air Resources Board that its practice of conducting individual workshops with each manufacturer would not be changed by modifying the consent decree. Besides, it adds, not every exchange of data is anticompetitive and, in fact, some are procompetitive.

Joint responses, says the government, are natural because the study is often costly and high-risk, especially in addressing technology-forcing standards.

Small firms, it says, may lack resources to do the job alone.

In any case, the government will continue to keep a watchful eye on agreements. After the modified decree expires in five years, the department adds, the Sherman Act should still apply and the penalties are now far greater than they were in 1969 when the original agreement was signed.

Responding to the charge by the Center for Auto Safety that there is "every reason" to expect anticompetitive behavior in the future, the department disagrees and says the "fact that these defendants engaged in anticompetitive activities over 15 years ago should not give rise to any expectation of future illegal behavior on their part."

Instead, they will simply be relieved of the "possibility of punishment for undertaking potentially procompetitive activities," it said.

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58th year — No. 4932

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Measure is softened; it appears to have the votes

House moving on local-content bill

Continued from Page 1

cry of fair trade—has been aiming at the Japanese since the bad times of 1975. First, it filed a dumping suit aimed at VW, Fiat, British-Leyland and the Japanese and caught in its net instead only Ford on its imported Cortina and small margins on the Swedes who failed to hike prices fast enough.

Then the UAW tried an "escape clause" action to get relief from the Japanese and although the UAW lost the suit, enough pressure was generated against the Japanese to create "voluntary" restraints. Although these are now in effect, the Japanese share of the market is still high and growing because sales of American cars have dropped even more than sales of Japanese vehicles.

The current plan—and on this GM, Ford, Chrysler and the UAW agree — is to require a company to build cars where its sales are.

VWoA — which did just that and is suffering with a high-priced product it is having trouble selling—is opposed. So is American Honda—about to start producing in Ohio. So is Nissan, which is building a light-truck plant in Tennessee. So is Toyota, actively considering a joint venture with General Motors in California.

So are the car dealers—both NADA and AIADA. So are the groups that sell to Japan—soybeans, rice, aircraft, hardwood, computers and business equipment—who fear retaliation. And so is the Reagan Administration.

• Every group of economists that has studied the original bill has predicted a steep rise in car prices—that is, except for the UAW economists. Even so, in the brief half-day hearing, UAW President Douglas Fraser admitted the possibility of higher prices but claimed increased jobs would be more than an offset.

Even the highly respected Congressional Budget Office — dealing with the original bill — predicted a 10 percent rise in car prices and a net loss of 150,000 jobs in industries other than the auto sector. Now this is being disputed because the CBO predicted the import companies could not meet the content required and the UAW, in its revisions, has changed the goals.

No reassessments of the revised bill can now be made—and the old ones are obsolete—because there is such great steam for passage that it is being considered practically unpatriotic not to pass the bill sold as creating jobs for a severly depressed industry.

The substitute bill—circulated by Rep. Richard Ottinger, New York Democrat, just before a holiday weekend when Congress was not in session—greatly eases the mandate for the imports but gives little or no flexibility to the big domestic companies—GM and Ford. But at presstime, the bill was being changed and even further changes may be made to assure the continued neutrality of GM and Ford.

"Local-content" — instead of merely being labor and American parts — now means "added domestic value" and thus includes depreciation, taxes, advertising, utilities, interest, etc. This has the effect of giving importers a head start of about 6 percent and perhaps as much as 25 percent for those building here. It also allows companies to add exports while subtracting imports.

Furthermore, instead of applying to the North American market, Canada is now treated as any other country. Under the original bill, more jobs might have been created in Canada than in the U. S. Besides, AMC could have brought in any Renaults through Canada duty-free and so potentially could GM have brought in any Toyotas duty-free through Canada were its joint venture to occur.

Although Canada's UAW might not be happy with that revision of the bill, that union has its own version of local content which it is pushing. A long look at whether the 1965 U. S.-Canada auto pact is breached will probably not be addressed much less settled until after the House has acted and the election speeches made.

• The substitute bill also has a changed schedule: It starts with the 1984 model year and ends with the 1986 model year, and the content requirements are scaled up year by year.

The 90 percent content requirement now applies only for GM, Ford and Chrysler with their sales of over 900,000 units a year, and Ottinger estimates those companies already meet that requirement. AMC/Renault also is said to be all right with 80 percent American content. So is VWoA with 70 percent content for its Rabbits and 40 percent content with its imported Porsches and Audis added in.

Ottinger and the UAW believe Honda will be able to comply with its future requirement, but Honda says it cannot because even with a double shift it cannot make more than 150,000 units—not the 240,000 given it in a footnote in the chart accompanying the revised bill.

Nissan protests it also cannot meet its content requirements, although the UAW says it can if the light trucks from Tennessee by 1986 achieve 60 percent U. S. added domestic value.

Companies with fewer than 100,000 sales would be in scot-free and would not even have to file reports with the Transportation Department. The minimum content ratio would be no less than the higher of either the ratio set in the bill or the ratio achieved in 1983 models reduced by 10 percent, whichever is higher—a provision that limits the flexibility of Ford and GM primarily.

The content for the foreign makers, which are being lured into building plants here, rises each year. It is determined by dividing a company's U. S. sales by 30,000 for '84 models by 15,000 for '85 models and by 10,000 for '86 models.

Thus, if a company sold 250,000 units—cars and light trucks or buses weighing less than 10,000 pounds GVW—the mandated ratio for American content would be 8.3 percent for '84 models, 16.7 percent for '85 models and 25 percent for '86 models.

Just as the demands are somewhat eased in the substitute bill, so are the penalties. Instead of the flat 25 percent reduction in imports for violation in the original bill, the scaling back would now be by the same percentage as a company has fallen short of its content requirements.

Even so, some import companies feel that even their unintentional failure to comply could nonetheless almost force them out of the market and they foresee severe problems in forecasting sales and adjusting their added American value.

Although penalties for violation are eased in the substitute, the penalties for failing to report are added—to the tune of $10,000 a day for failure to report adequately and promptly.

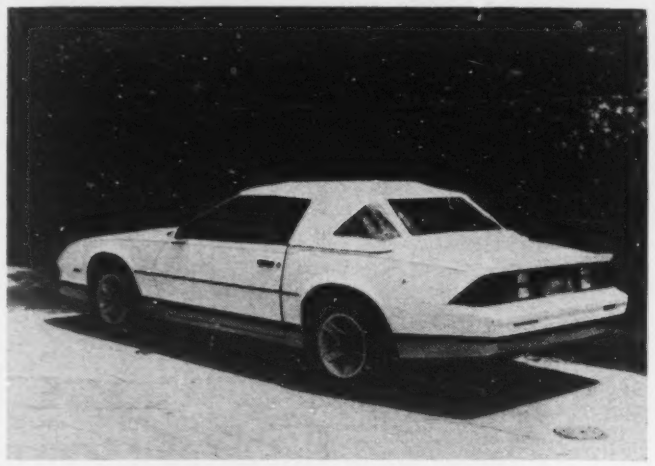
In the new bill, the Secretary of Transportation would have the job of avoiding "double counting" of vehicles and OE parts. He would allocate them in three areas: Sales of automotive products made here from one vehicle manufacturer to another; joint production by two vehicle makers in the U. S., and joint production overseas.

Finally, the controversial Title II of the original bill has been dropped and a study and report to Congress by DOT has been substituted. The original bill was an attempt to open the repair business of imported vehicles to the U. S. aftermarket.

At presstime, a series of amendments was being considered and agreement appeared to be close on how to protect confidential financial data the auto makers would have to provide to the government.

Honda deal to move

PHILLIPSBURG, N. J.—Phillipsburg-Easton Honda in suburban Still Valley Circle plans to move to the former Karen Chevrolet quarters in neighboring Lopatcong Township, N. J. Wayne Vince, president of the Honda dealership, said the new facility is much larger than the present quarters.



Convertible from Camaro and Firebird

American Custom Coachworks, Beverly Hills, Calif., will begin production in mid-September on a convertible conversion for the Chevrolet Camaro Z-28, pictured here, and Pontiac Firebird Trans Am. The conversion includes padded roof, a top that folds flat to the deck and full rear seat. The cars will be retailing in the low to mid-$20,000 range. The company expects to produce "a few thousand" units this model year.

New-car inventory advances to 88-day supply as sales sag

Continued from Page 1

vided this way by market segment: Subcompact, 26.77 percent; compact, 24.98 percent; intermediate, 29.97 percent; standard, 12.23 percent, and luxury, 6.05 percent.

A month earlier, the inventory was divided as follows: Subcompact, 28.42 percent; compact, 23.43 percent; intermediate, 31.10 percent; standard, 10.83 percent, and luxury, 6.22 percent.

The Sept. 1 days-supply figures by market class were:

Subcompact — Lynx, 58; TC3, 68; Chevette, 71; 024, 77; Omni, 82; Horizon, 84; Rabbit, 85; Cavalier, 107; Escort, 111; Skyhawk, 118; T1000, 135; Firenza, 136; J2000, 138; Spirit, 163; Eagle SX/4, 173; EXP, 200, and LN7, 217.

Compact — Camaro, 58; Zephyr, 61; Fairmont, 64; Concord, 79; Skylark, 81; Reliant, 82; Firebird, 82; Aries, 84; Omega, 92; Eagle, 98; Citation, 109; Mustang, 120; Capri, 141, and Phoenix, 154.

Intermediate—Gran Fury, 44; Cutlass four-door, 55; Grand Prix, 61; Malibu, 64; Cutlass two-door, 67; New Yorker, 68; Bonneville, 70; Cougar, 74; Diplomat, 77; Granada, 82; Monte Carlo, 83; Regal four-door, 85; Cordoba, 87; XR-7, 90; LeBaron, 92; Thunderbird, 93; Regal two-door, 95; Mirada, 123; Ciera, 129; Century, 133; Dodge 400, 134; Celebrity, 140, and Pontiac 6000, 176.

Standard—Olds 88, 44; Mercury, 50; LeSabre, 59; Ford, 76; Chevrolet, 87; Olds 98, 95, and Electra, 114.

Luxury—Cadillac, 50; Eldorado, 62; Lincoln, 66; Toronado, 74; Seville, 75; Cimarron, 78; Riviera, 98; Mark VI, 100; Continental, 127; Corvette, 132, and Imperial, 202.

NEW-CAR STOCKS

	Sept. 1, 1982	Aug. 1, 1982	Sept. 1, 1981
Spirit	163	127	90
Concord	79	38	63
Eagle	98	66	93
Eagle SX/4	173	66	93
AMERICAN MOTORS	106	58	79½
Horizon	84	92	85½
TC3	68	88½	85½
Reliant	82	75	51
Gran Fury	44	26½	—
Plymouth	61	73	62
LeBaron	92	91	31
Cordoba	87	77	76½
New Yorker	68	46	—
Chrysler	87	72	50
Imperial	202	150	78
Omni	82	94	76
024	77	100	76
Aries	84	82½	57
Dodge 400	134	122	—
Diplomat	77	55	51
Mirada	123	97	92
Dodge	92	89	64
CHRYSLER CORP.	85	79	62
Escort	111	58	73
EXP	200	104	154
Mustang	120	104	92
Fairmont	64	82	58
Granada	82	73	81
Thunderbird	93	101	83
Ford	76	62	55
Ford	95	72	76
Lynx	58	63	92
LN7	217	108	99
Capri	141	135	74
Zephyr	61	65	81
Cougar	74	61	73
XR-7	90	99	60
Mercury	50	50	38
Mercury	70	50	74
Lincoln	66	69	55
Continental	127	88	—
Mark VI	100	95	82
Lincoln	86	69	66
FORD MOTOR	88	71	75
Skyhawk	118	195	—
Skylark	81	105	72
Century	133	179	—
Regal 4-door	85	74½	62
Regal 2-door	95	71	66
LeSabre	59	57½	53½
Electra	114	69	78
Riviera	98	77	36
Buick	94	95	64
Cimarron	78	112	75
Seville	75	130	102½
Cadillac	50	59	56
Eldorado	62	71	64
Cadillac	56	68	59
Chevette	71	117	37½
Cavalier	107	162	56
Citation	109	119	110
Camaro	58	44	47
Malibu	64	57	67
Celebrity	140	178	—
Monte Carlo	83	75½	74½
Chevrolet	87	70½	67
Corvette	132	142½	44
Chevrolet	86	93	65
Firenza	136	218	—
Omega	92	117	66
Ciera	129	128	—
Cutlass Supreme 4-door	55	51	46
Cutlass Supreme 2-door	67	62	48½
Olds 88	44	44	28
Olds 98	95	46	42
Toronado	74	70	34½
Oldsmobile	75	70	45
T-1000	135	171	53½
J-2000	138	209	47
Phoenix	154	144	111
Firebird	82	63	54
Bonneville	70	77½	67
6000	176	253	—
Grand Prix	61	72½	63
Pontiac	107	117	61
GENERAL MTRS.	86	90	60
VOLKSWAGEN	85	110	76
TOTAL	88	83	64

Ridgeway places huge order for car-wash material

CATAWBA, N. C. — Broadway Equipment Co., Minneapolis, has agreed to manufacture $500,000 worth of automatic car-wash and polish equipment for Ridgeway Chemicals, Inc., here, a subsidiary of Frank B. Fuhrer Holdings, Inc.

Ridgeway, the chemical formulary company which manufacturers and markets the 'TekTor System of automotive protection and appearance products, will be supplying the machinery to automobile dealerships across the country, according to Tom Hobby, Ridgeway president.

Foreign cars capture 32.74 pct. of depressed August market

Import share highest ever; domestic sales lowest since '58

Continued from Page 3

year-ago figures and they took an astonishing 32.74 percent of the total market for the month.

Imports climbed to 189,790 in May, then to 199,093 in June, 199,364 in July and 199,341 in August. A year ago (August), they were 198,927, thus this year was up 0.21 percent.

Toyota sales of 50,601 were up 1.85 percent from 49,688 last year; it was the top importer's first increase this year. Second-place Datsun sold 39,283 new cars in August, down only five units from 39,288 in 1981.

Honda was up 3.06 percent, Mazda shot ahead 33.07 percent and Subaru was down 5.89 percent.

Saab reported its best any-month sales in August, with 1,779 new cars being delivered compared with 1,135 a year earlier. Volvo was up 14.55 percent, BMW was up 2.23 percent and Mercedes-Benz was up 7.57 percent.

Jaguar notched another monthly record, with its sales up 81.66 percent, making 21 consecutive months of sales gains for the British make. Porsche sales were up 27.98 percent, DeLorean sales were up 18.78 percent and Audi sales were down 14.72 percent.

With imports claiming 32.74 percent of the total U. S. market, the remaining market class segments were as follows: U. S. subcompacts had 16.07 percent, compacts had 16.75 percent, intermediates had 19.46 percent, standards had 10.09 percent and luxury models had 4.89 percent.

A year ago the divisions were as follows: Imports had 24.85 percent, subcompacts had 18.62 percent, compacts had 20.70 percent, intermediates had 20.61 percent, standards had 10.53 percent and luxury models had 4.69 percent.

In the domestics-only market for August of this year, subcompacts accounted for 23.89 percent, compacts were 24.91 percent, intermediates were 28.93 percent, standards were 15.00 percent and luxury models were 7.27 percent.

Domestics-only in August of 1981 were as follows: Subcompacts, 24.77 percent; compacts, 27.54 percent; intermediates, 27.43 percent; standards, 14.01 percent, and luxuries, 6.25 percent.

Third-period domestic sales were down 32.61 percent, bringing to nine the number of consecutive periods sales have declined. Total for Aug. 21-31 was 165,509, compared with 245,608 a year ago.

GM was down 31.63 percent, to 101,867 from 148,995. Ford dropped 27.14 percent, to 38,424 from 52,734. Chrysler slipped 42.40 percent, to 18,637 from 32,354. VWoA was down 48.43 percent, to 3,881 from 7,525, and estimated sales of AMC cars was 2,700, down 48.15 percent from 4,000 a year earlier.

DOMESTIC CAR SALES

	Aug. 21 to Aug. 31, 1982	Same Period, 1981	August, 1982	Same Month, 1981	Jan. 1 to Aug. 31, 1982	Same Period, 1981
Spirit	.....	.....	995	2,958	12,961	25,470
Concord	.....	.....	2,910	4,191	23,334	43,237
Pacer	.....	.....	.....	.....	.....	111
Eagle	.....	.....	1,902	2,634	23,855	28,761
AMERICAN MOTORS*	2,700	4,000	5,807	9,783	60,150	97,579
Horizon	1,096	2,320	2,672	5,637	32,583	57,261
TC3	1,344	2,273	3,219	5,463	26,727	39,882
Reliant/Volare	3,467	10,797	9,715	22,772	97,038	141,025
Plymouth	397	210	1,378	328	15,478	7,742
Total Plymouth	6,304	15,600	16,984	34,200	171,826	245,910
LeBaron	.....	1,624	.....	3,665	912	32,839
LeBaron K	2,829	.....	7,100	.....	59,754	.....
Cordoba	537	609	1,197	1,609	10,315	18,289
New Yorker	2,009	.....	5,137	.....	39,625	.....
Chrysler	.....	104	.....	313	.....	8,476
Total Chrysler	5,375	2,337	13,434	5,587	110,606	59,604
Total Imperial	38	167	88	386	1,891	3,669
Omni	1,051	2,041	2,488	4,900	27,166	41,550
024	1,367	2,854	3,216	6,658	27,504	37,151
Aries/Aspen	2,767	8,304	7,491	17,174	72,531	106,511
Dodge 400	935	.....	2,411	.....	18,140	.....
Diplomat	604	564	1,827	2,099	18,773	21,046
Mirada/Magnum	196	388	466	973	4,998	10,813
Dodge	.....	99	.....	239	.....	5,187
Total Dodge	6,920	14,250	17,899	32,043	169,112	222,258
CHRYSLER CORP.	18,637	32,354	48,405	72,216	453,435	531,441
Pinto	.....	.....	.....	.....	.....	10,037
EXP	726	2,214	1,621	6,082	27,206	35,257
Escort	8,166	9,155	18,972	21,393	233,523	205,016
Mustang	3,167	4,788	7,811	11,585	78,972	113,860
Fairmont	5,356	10,761	10,786	19,290	88,439	134,540
Granada	2,503	4,739	6,674	9,453	77,076	69,590
Thunderbird	1,764	2,792	4,046	6,856	30,086	51,272
Ford	4,059	3,718	9,924	9,903	83,750	80,065
Ford Division	25,741	38,167	59,834	84,562	619,052	699,657
Bobcat	.....	.....	.....	.....	.....	2,169
LN7	263	1,142	599	2,873	9,466	11,932
Lynx	4,070	2,772	9,839	6,801	70,633	66,247
Zephyr	961	1,780	3,171	3,772	28,204	37,969
Cougar/Monarch	1,033	1,426	2,769	3,726	33,814	29,404
XR-7	682	1,623	1,503	3,852	10,906	21,376
Capri	862	1,859	2,238	4,442	19,979	35,416
Mercury	2,334	2,005	6,100	5,062	49,330	34,281
Total Mercury	10,205	12,607	26,219	30,528	222,332	238,794
Cont./Versailles	408	.....	917	.....	14,384	.....
Lincoln	1,355	1,024	2,912	2,447	23,490	20,050
Mark VI	715	936	1,808	2,267	17,117	21,285
Total Lincoln	2,478	1,960	5,637	4,714	54,991	41,335
L-M Division	12,683	14,567	31,856	35,242	277,323	280,129
FORD MOTOR	38,424	52,734	91,690	119,804	896,375	979,786
Skyhawk	1,736	.....	4,366	.....	26,188	.....
Skylark	4,392	7,102	10,668	18,923	98,940	139,691
Century FD	3,515	.....	7,603	.....	57,100	.....
Regal Sedan	2,017	2,970	5,191	8,793	52,358	90,596
Regal Coupe	3,809	8,577	9,961	23,102	93,738	144,521
Le Sabre	3,406	2,910	8,887	7,728	70,384	52,738
Electra	1,259	1,668	3,464	4,873	36,172	35,358
Riviera	852	1,850	2,249	5,094	27,540	31,819
Buick Division	20,986	25,077	52,389	68,513	462,420	494,723
Cimarron	322	981	977	2,453	3,063	6,333
Seville	507	637	1,548	1,491	13,683	15,001
Cadillac	4,135	4,581	11,591	11,285	94,871	91,164
Eldorado	1,360	2,000	4,043	4,485	35,398	34,686
Cadillac Division	6,324	8,199	18,159	19,714	152,015	147,184
Chevette	9,538	14,337	22,643	36,169	158,696	266,578
Cavalier/Monza	3,387	6,133	7,970	14,605	76,048	42,880
Citation/Nova	5,537	10,388	13,709	25,218	131,296	215,022
Camaro	5,850	3,988	15,300	11,205	128,036	79,219
Celebrity	3,327	.....	6,717	.....	55,054	.....
Malibu	2,790	7,017	7,582	18,572	77,399	158,625
Monte Carlo	2,411	6,964	6,671	17,372	67,416	114,840
Chevrolet	5,583	8,801	14,377	20,811	136,036	140,516
Corvette	605	1,134	1,610	3,331	15,970	22,331
Chevrolet Division	39,028	58,762	96,579	147,283	845,951	1,040,011
Firenza/Starfire	959	.....	2,387	.....	15,702	.....
Omega	2,364	4,578	5,348	11,824	50,302	78,649
Cutlass Ciera	3,120	.....	6,725	.....	64,729	.....
Cutlass	.....	5,196	.....	14,540	.....	139,478
Supreme	6,626	10,855	18,000	29,097	189,804	191,632
Olds 88	5,035	6,268	14,101	17,782	121,632	113,186
Olds 98	1,614	2,006	4,546	6,225	53,811	53,077
Toronado	770	1,586	2,028	4,351	22,174	26,667
Oldsmobile Division	20,488	30,489	53,135	83,719	518,154	602,689
T-1000	1,772	4,100	3,892	9,685	34,887	35,779
J-2000/Sunbird	1,953	4,511	4,373	10,759	35,731	50,837
Phoenix	1,327	2,919	2,990	6,974	34,466	59,908
Firebird	3,439	2,160	7,932	5,767	72,862	43,579
6000	1,953	.....	4,068	.....	29,205	.....
Bonneville/LeMans	2,153	2,617	5,441	6,470	51,692	51,674
Grand Prix	2,444	6,045	5,979	14,868	60,015	92,656
Pontiac	.....	4,116	.....	11,022	4,176	67,227
Pontiac Division	15,041	26,468	34,675	65,526	323,034	401,659
GENERAL MOTORS	101,867	148,995	254,937	384,755	2,301,574	2,686,266
VOLKSWAGEN	3,881	7,525	8,572	15,183	62,609	112,289
DOMESTIC TOTAL	165,509	245,608	409,411	601,741	3,774,143	4,407,361
IMPORT TOTAL	.....	.....	199,341	198,927	1,499,866	1,681,923
INDUSTRY TOTAL	.....	.....	608,752	800,668	5,274,009	6,089,284

†—Estimate.
*—AMC does not issue a nameplate breakout for a 10-day periods.

650 firms plan to exhibit at UK motor show

BIRMINGHAM, England. — The 64th British Motor Show will be held Oct. 22-31 at the National Exhibition Center here.

More than 650 companies will stage exhibits, and the show's organizer, the Society of Motor Manufacturers and Traders, said it has a waiting list.

This will be the third "total" show to be held in Birmingham since SMMT merged the former International Motor Show and Commercial Motor Show and moved them here from London in 1978.

All seven halls of the exhibition center will be used for this year's show. Automobiles from 16 different nations will be displayed on 40 separate stands and specialist body builders and design houses will staff an additional nine stands.

Commercial displays will be staged by 26 bus and truck makers and 37 manufacturers of truck bodies and trailers.

The National Exhibition Center is 60 minutes from London by train direct to the show.

Diesel owners may get refund in Amoco deal

WASHINGTON.—Members of the Diesel Automobile Assn. have standing to receive refunds for overcharges involving more than $6 million, according to the Energy Department, which negotiated a consent settlement with Amoco (Standard Oil of Indiana).

This involved Amoco paying the government $71 million, of which more than $5 million was for overcharges for diesel fuel and about $1.5 million in interest charges.

The association plans to apply for refunds for some 200,000 owners of diesel cars during the period from March, 1973, to June, 1976—the time when prices for diesel fuel were controlled. Although the government estimates that motorists may be eligible for only about $15, the DAA sees refunds as potentially as high as $400 and has offered support for its stand.

But if the refund program fails to reach all claimants, DAA suggests using $2 million for DAA research into diesel emission control.

Public hearings are planned by the Energy Department for Kansas City, Chicago, Atlanta, Dallas and Washington in September. The Diesel Auto Assn. is located at 126 Eames St., Box 367, Wilmington, Mass. 01887.

Where auto market was in August

	Total Sales	Pct. of Total
SUBCOMPACT	97,824	16.07
COMPACT	101,971	16.75
INTERMEDIATE	118,446	19.46
STANDARD	61,399	10.09
LUXURY	29,771	4.89
IMPORT	199,341	32.74
TOTAL	608,752	100.00

IMPORTED CAR SALES

	August, 1982	August, 1981	8 Mos., 1982	8 Mos., 1981
Alfa Romeo	204	244	1,343	1,458
Audi	4,078	4,782	30,218	34,657
BMW	4,258	4,165	33,426	28,883
Challenger	1,473	1,474	10,383	9,029
Champ	5,566	4,846	25,886	29,540
Colt	5,548	4,772	27,264	29,841
Datsun	39,283	39,288	314,261	329,836
DeLorean	272	229	2,218	529
Fiat	822	3,159	11,917	25,221
Fiesta	.....	1,560	.....	32,856
Honda	30,315	29,415	250,406	267,919
Isuzu	1,394	2,209	9,175	11,747
Jaguar	852	469	6,083	2,926
Lancia	120	99	660	804
Mazda	15,718	11,812	107,248	118,679
Mercedes-Benz	4,943	4,595	42,302	42,940
MG	.....	276	.....	3,269
Peugeot	1,452	1,892	9,740	11,740
Porsche	1,075	840	8,955	7,584
Renault	2,366	2,213	26,307	20,854
Rover	.....	56	.....	556
Saab	1,779	1,135	12,334	9,579
Sapporo	1,417	1,770	8,396	9,703
Subaru	12,984	13,797	98,066	105,774
Toyota	50,607	49,688	363,057	427,371
Triumph	.....	718	.....	8,544
Volkswagen	6,397	7,821	44,299	60,445
Volvo	6,418	5,603	55,922	49,639
TOTAL	199,341	198,927	1,499,866	1,681,923

U. S. CAR SALES BY MARKETING UNITS

	August, 1982	August, 1981	8 Mos., 1982	8 Mos., 1981
Chevrolet	96,579	147,283	845,951	1,040,011
Ford	59,834	86,122	619,052	732,513
Oldsmobile	53,135	83,719	518,154	602,689
Buick	52,389	68,513	462,420	494,723
Toyota	50,607	49,688	363,057	427,371
Pontiac	34,675	65,526	323,034	401,659
Datsun	39,283	39,288	314,261	329,836
Plymouth	23,967	40,816	206,108	285,153
Honda	30,315	29,415	250,406	267,919
Dodge	24,920	38,289	206,759	261,128
Mercury	26,219	30,528	222,332	238,794
VW of America	20,122	28,626	146,081	214,975
Cadillac	18,159	19,714	152,015	147,184
AMC-Renault	8,173	11,996	86,457	118,433
Mazda	15,718	11,812	107,248	118,679
Subaru	12,984	13,797	98,066	105,774
Chrysler/Imperial	13,522	5,973	112,497	63,273
Volvo	6,418	5,603	55,922	49,639
Lincoln	5,637	4,714	54,991	41,335
Mercedes-Benz	4,943	4,595	42,302	42,940
BMW	4,258	4,165	33,426	28,883
Fiat	942	3,258	12,577	26,025
Jaguar-Rover-Triumph	852	1,519	6,083	15,295
Isuzu	1,394	2,209	9,175	11,740
Peugeot	1,452	1,892	9,740	11,740
Saab	1,779	1,135	12,334	9,579
DeLorean	272	229	2,218	529
Alfa Romeo	204	244	1,343	1,458
TOTAL	608,752	800,668	5,274,009	6,089,284

Ford sales include Fiesta; VWoA includes VW and Porsche-Audi; Plymouth includes Champ and Sapporo; Dodge includes Colt and Challenger; Fiat includes Lancia. Jaguar-Rover-Triumph includes MG.

Restrictions would hurt everybody, Heritage Foundation says

Local-content legislation attacked

WASHINGTON. — Despite increasing congressional and union support for domestic-content laws, a Heritage Foundation analyst said such restrictions would hurt both domestic auto manufacturers and the American consumer.

Catherine England said that the proposed "domestic-content laws," which would, in effect, force manufacturers selling automobiles in the U.S. to conduct specific amounts of production in the U.S., would be a short-sighted help to American auto producers and would severely damage "their ability to compete in a worldwide market."

At the same time, "because foreign manufacturers are unlikely to start operations in the U.S. (under these laws), the costs to American consumers will be substantial," she said.

She mentioned estimates that auto prices would rise from $500 to $1,000 and that hikes of $3,000 may be possible.

Some observers suggest, further, that enactment of this law might lead Americans to conclude that U.S.-produced automobiles are unable to compete in an open market and, therefore, are inferior to foreign-made automobiles.

This would lead to a "scarcity premium" for imported cars and a tendency by consumers to drive their cars longer and buy used cars more often, England said.

According to England, UAW officials who support local-content laws fail to consider that "foreign-built plants might be more automated than U.S. plants or that Japanese producers might decide to reduce imports."

"Either of these situations could significantly reduce the number of jobs created," England said.

"An even more important criticism is that UAW predictions fail to consider the jobs that will be lost as a result of domestic-content requirements."

She said sources predict that 2,000 imported-car dealerships would close, resulting in unemployment for 80,000 workers, and that decreasing imports would endanger more than 90,000 jobs in U.S. ports.

• While proponents of the proposed laws argue that increased imports are the primary cause of the high unemployment and low profitability of U.S. auto makers, England said that American producers "confronted with the enormous cost of capital resources, and the lower production costs in many foreign countries, have sought more foreign sources for components for U.S.-made autos."

"Some industry observers predict that U.S. manufacturers will import up to 25 percent of their parts by 1985 and 35 percent by 1990," she said.

It is unlikely that U.S. auto producers can build those components they now import if the proposed legislation becomes law, the Heritage analyst said.

Foreign manufacturers would likely reduce their U.S. sales rather than produce here, resulting in a closed American market, she said.

"Prices will rise," England said. "Costs for American producers will climb as they are forced to relocate in the U.S. and as the auto workers push for more wage concessions from their monopoly position . . .

"Consumers will suffer not only from considerably higher prices, but also from a much narrower range of selection when choosing a new car."

According to England, perhaps the most significant statement about this legislation is that the U.S. producers "have no official opinion on it."

"They do not oppose it, but neither do they support the proposed law," she said. "Surely if auto manufacturers expected domestic content to be the panacea promised by the UAW, they would be out in full support of the legislation.

"In fact, the only clear winners under this proposal would be the auto workers. With a strong domestic content law, auto workers would have more power in negotiating with manufacturers and fewer worries about losing their jobs to outside competitors," England said.

"And if the domestic content bills are passed for the automobile industry, representatives of other sectors soon will be making similar requests . . . If congressmen continue to lend credence to these arguments, the end result could be a substantial reduction in world trade."

Used car sales
Auction Averages

September to date	$4,824
Month ago	$4,916
Year ago	$4,668

Model breakdown
Auction Averages

	SEPTEMBER TO DATE	AUGUST	JULY
1982	$8,086	$8,749	$9,371
1981	6,520	6,591	6,824
1980	5,095	5,348	5,377
1979	5,053	4,830	4,823
1978	3,949	3,867	3,872
1977	3,205	3,038	2,935
1976	1,885	2,046	2,103
1975	1,247	1,357	1,656
Overall Average	$4,824	$4,910	$4,885

Auction Page on Page 40

obituaries

Ed Mathieu

CHICAGO.—Ed Mathieu, 53, president of the Chicago Automobile Trade Assn., died Aug. 29 in Amsterdam while on a trip with a group of Porsche-Audi dealers. He headed Bauer Buick Co. and Ed Mathieu Imports (Porsche-Audi and Mercedes-Benz), Harvey, Ill. Mr. Mathieu had served on the CATA executive board since 1975 and had been secretary for three terms. He was elected CATA president this year.

Robert T. Keller

LOS ANGELES.—Robert T. Keller, 70, a retired Chrysler Corp. vice president, died Sept. 4. He joined the company in 1934, became a vice president in 1953 and retired in 1958. From 1948 to 1953, he was president of Chrysler's Marine and Industrial Engine Division, and he later was West Coast vice president. Mr. Keller was a son of the late K. T. Keller, former president and chairman of Chrysler Corp.

John P. Corcoran

OSTERVILLE, Mass.—John P. Corcoran, 71, retired Wellesley (Mass.) Ford dealer, died Aug. 8. For almost 30 years, he owned one of the largest Ford dealerships in the six-state New England region.

Christ promoted to reliability post

SAGINAW, Mich. — John H. Christ has been promoted to director of reliability and quality control at Saginaw Steering Gear Division of General Motors. Christ, formerly chief engineer - steering, replaces Thomas W. Paulson, who will retire upon completion of a disability leave of absence.

In related changes, Gerald L. Enszer was appointed chief engineer - steering. He had been manager, Plant 1 automotive.

Albert K. Mooney was appointed manager, Plant 1 automotive. Mooney had been assistant sales manager. John W. Skelley was appointed assistant sales manager. He had been director, actuator engineering. Harold V. Moldenhauer was promoted to plant manager, Plant 2. He had been factory superintendent, Plant 2.

Olds planner to field

ST. LOUIS.—Dennis M. Ohlweiler, formerly in Oldsmobile Product Planning, has been appointed district manager in the St. Louis zone.

Grand Marquis is Mercury's flagship

The Grand Marquis remains the flagship of the Mercury passenger-car lineup. The six-passenger sedan and station wagon receive minor changes for '83. Only one powerteam is available—the 5.0-liter V-8 fuel-injected engine with four-speed automatic overdrive transmission.

EFI for LN7 in '83

Mercury's sporty LN7 model gets a new optional fuel-injected 1.6-liter engine and optional five-speed manual transmission for the 1983-model year. A larger 13-gallon fuel tank is also standard for '83.

It's a mid-size model for 1983

Marquis in new role for Mercury

Lincoln - Mercury will bolster its image as a builder of family cars with the introduction of the 1983 Marquis line, new mid-size sedans and station wagons with five-passenger seating and efficient aerodynamic shapes.

Midsize Marquis will be offered in four models—Marquis and Marquis Brougham versions of both the four-door sedan and four-door wagon. Public introduction is Oct. 14.

The new Marquis will ride on a 105.5-inch wheelbase with an overall length of 196.5 inches. Curb weights range from 2,988 to 3,099 pounds.

Based on the discontinued Cougar, the new rear-drive Marquis has a shape that stresses aerodynamic efficiency. The sloping front end and grille, front spoiler, 60-degree backlight angle and the rear deck all contribute to optimum air flow.

The Marquis has a drag coefficient number of 0.38.

Standard powertrain in the sedan is the 2.3-liter four-cylinder overhead-cam engine with four-speed manual or three-speed automatic transmission. Wagons are equipped with a standard 3.3-liter inline six-cylinder engine and automatic transmission, a combination that is optional in sedans.

Sedans will also be offered with an optional 2.3-liter propane-burning four-cylinder engine, mated to an automatic transmission. A 3.8-liter V-6 engine and automatic transmission will be optional in both sedans and wagons.

With the standard powerteam, Ford said the new Marquis has posted estimated mileage figures of 26 MPG in the city, 40 MPG on the highway.

Marquis suspension is a modified MacPherson strut design up front, a four-bar link design in the rear. The Marquis ride and handling benefit from the use of nitrogen-pressurized front struts and rear shock absorbers such as those used in Lincoln's Continental model.

• Transmission dampers and braces, body-structure changes and luxury-level sound deadeners are used to achieve a quiet ride.

Standard interior features are new contoured reclining front seats, 16-ounce carpeting and a luxury steering wheel with woodtone accents. Marquis options include an electronic instrument cluster, extended range fuel tank, shift indicator light, sunroof and six-way power seats.

Wagon options include a two-way liftgate and woodtone body trim.

Introdutcion of the new mid-size Marquis will be preceded by the debut of three other 1983 Mercury lines—the Grand Marquis, the LN7 and the Zephyr models. Those cars debut Sept. 23.

The Grand Marquis, which remains as Mercury's fullsize six-passenger car, will be available in two-door and four-door sedans and a station wagon. Six models will be offered — Grand Marquis and Grand Marquis LS in both two-door and four-door, plus Mercury Colony Park and Colony Park LS station wagons.

The '83 Grand Marquis models will be powered by a 5.0-liter V-8 engine with electronic fuel injection. There is no optional engine.

The 1983 Mercury LN7 has a new optional 1.6-liter multiple-port fuel-injected engine, as well as a new optional five-speed transmission. A larger 13-gallon fuel tank is standard. Other new options include a four-way adjustable driver's seat and a shift indicator light.

The 1983 Zephyr will be offered in four models—base Zephyr and Zephyr GS in four-door sedan and Sport Coupe versions. Zephyr will be replaced at mid-year by the 1984-model Mercury Topaz front-drive cars.

Minor changes have been made to the '83 Zephyr line. The 4.2-liter V-8 engine option has been dropped, a one-barrel carburetor replaces the two-barrel unit in the standard 2.3-liter engine, and a new optional shift-indicator light is available.

Mercury for 1983

	Wheelbase (Inches)	Length (Inches)	Width (Inches)	Height (Inches)	Curb Weight (Pounds)
LN7	94.2	170.3	65.9	50.5	2,179
Lynx 3-dr.	94.2	163.9	65.9	53.3	2,032
Lynx Wagon	94.2	165	65.9	53.3	2,128
Capri	100.4	179.1	69.1	51.9	2,775
Zephyr Sedan	105.5	195.5	71	52.9	2,869
Cougar	104	197.6	71.1	53.4	3,099
Marquis Sedan	105.5	196.5	71	53.6	2,988
Marquis Wagon	105.5	196.5	71	54.3	3,099
Grand Marquis 4-dr.	114.3	214	77.5	55.2	3,826
Grand Marquis Wagon	114.3	218	79.3	56.8	3,943

Second location

MIDDLETOWN, Conn.—Town & Country Auto Sales (Lincoln-Mercury-Buick-Cadillac - Mazda) has opened a second downtown location.

Week's total dips 8 pct. to 91,660

Labor Day trims U.S. car output

U. S. car production dipped 8.64 percent last week as all plants were closed Monday (Sept. 6) for the Labor Day holiday.

Output during the four-day holiday-shortened week was 91,660 units, down from 100,334 assemblies during the previous week but up 3.74 percent from the 88,347 built during the comparable 1981 week.

Five assembly plants were down last week.

General Motors' Oklahoma City point, which closed Aug. 23, will return Sept. 20 after model changeover. GM's Lakewood plant remains down indefinitely because of an '83-model startup delay.

Ford Lorain and Atlanta assembly plants were closed last week and will remain down this week. The closings are for model changeover.

Volkswagen of America's Westmoreland assembly site also remained idle last week. The plant has been closed since Aug. 2 for model changeover.

All Chrysler Corp. assembly points were reported open last week.

Saturday overtime was scheduled last week at one plant — GM Norwood, source of hot-selling Chevrolet Camaro and Pontiac Firebird models.

Ford said it would close its San Jose plant this week for model changeover and its Kansas City plant this week for inventory adjustment. In addition, Ford has scheduled overtime this week at Wixom.

American Motors said it would up production of its Renault Alliance at the Kenosha plant to 600 units per day on a two-shift basis beginning next week (Sept. 20).

Year-to-date, the makers have assembled 3,617,286 cars, down 23.26 percent from the 4,713,857 units built during the equivalent period last year.

Japanese vehicle exports decline 12th month in row

WASHINGTON.—Vehicle exports from Japan in July declined for the 12th straight month, according to the Japan Automobile Manufacturers Assn.

The decline, said JAMA's Washington office, was due to voluntary export restrictions and the worldwide economic recession.

July exports, it said, numbered 494,601, down 8.0 percent from the year-earlier count of 537,719.

Vehicle exports to the U. S. declined by 11.6 percent, passenger cars by 6.8 percent, and trucks by 28.0 percent.

Increased July exports to Europe reflect a temporary preshipment of vehicles due to August vacation shutdowns in Japanese plants, and concentration of shipping schedules, JAMA said.

Vehicle output during July declined by 6.1 percent to 973,169 units, compared with 1,036,042 a year earlier. This marks the fourth monthly decline in Japanese vehicle production.

Totals reflect 627,768 passenger cars, down 0.6 percent, and 338,905 trucks, down 14.0 percent.

To date, Japan's vehicle output for 1982 stands at 6,416,775 units, 3.9 percent below the accumulated yearly total as of July 1981.

Japan's domestic vehicle sales during July increased by 4.0 percent to 525,612 units. This reflects a 9.2 percent increase in passenger-car sales offset by declines in truck and bus sales by 3.3 percent and 5.5 percent respectively.

July export totals for passenger cars were: North America, 163,467 (including 150,739 to the U. S.); Europe, 102,317; Middle East, 21,464; Southeast Asia, 19,896; Oceania, 17,999; Central and South America, 9,856; Africa, 5,989, and others, 676.

Montana brothers wind up 65 years as Ford dealers

STANFORD, Mont.—Glen and Rolin Galt have decided that 65 years as auto dealers is about enough. So they are retiring and closing Galt Bros. Garage (Ford).

Glen is 88, and Rolin is 83. They formed the dealership in 1917 with two of their brothers.

The brothers sold Ford cars through their hardware store in Galt prior to World War I. But Ford Motor Co. wanted them to open a garage to service the cars they sold. They established the garage and dealership Aug. 1, 1917.

All four brothers were involved in the company, but Glen was the only one active in the business at first. Rolin taught for three years after returning from service in the war and then went "on the road" for Galt Bros. By 1923, he was a full-time employe.

Glen was manager, bookkeeper and part-time mechanic. Rolin became head of the parts department after he stopped traveling for the firm in 1940.

Truck production for holiday week declines 19 pct.

Downtime for the Labor Day holiday, model changeover and inventory adjustment took a 19.72-percent bite out of U. S. truck production last week.

Truck makers assembled 26,884 units last week, down from 33,490 the previous week and down 1.24-percent from the 26,554 built during the comparable week in 1981.

All truck plants were closed Sept. 6 for the Labor Day holiday.

General Motors' Detroit (Chevrolet) and Pontiac (GMC Truck & Coach Plant #2) facilities remained down last week for model changeover. The Detroit plant and the Pontiac heavy-duty line will return Sept. 20. The medium-duty line at Pontiac is scheduled to reopen today (Sept. 13).

Volkswagen of America's Westmoreland assembly site remained down last week as did Ford's Louisville truck plant.

Saturday overtime was scheduled at GM's Lordstown van plant last week. Ford has scheduled daily overtime this week at its Lorain (vans) and Michigan Truck plants.

Year-to-date, the truck makers have built 1,390,081 units, down 16.34 percent from the 1,194,764 assembled during the equivalent period last year.

Auto output slips in Canada but tops last year

Canadian auto production slipped 8.15 percent last week but remained strong when compared with the same week of 1981.

Manufacturers built 17,806 units last week, down from 19,388 assemblies the previous week but up 67.61 percent from 10,623 in the equivalent week last year.

Year-to-date, the makers have built 621,898 cars, up 5.94 percent from the 586,992 assembled during the comparable period last year.

Truck production increased slightly last week as Chrysler Corp. nearly doubled its output. Truck assemblies last week were slated at 9,651 units, up 5.96 percent from the previous week's 9,108 and a 34.56-percent boost from the 7,172 built during the year-ago week.

Ford Canada will close its St. Thomas assembly site for two weeks, beginning today (Sept. 13), for inventory adjustment, while the company's Oakville point will be down this week because of a parts shortage.

TRUCK PRODUCTION IN U. S.†

	Week Ended Sept. 11, 1982	Week Ended Sept. 12, 1981	Week Ended Sept. 4, 1982	Aug. Total	Jan. 1 to Sept. 12, 1981	Jan. 1 to Sept. 11, 1982
CHEVROLET	6,941	4,590	11,926	40,471	346,248	477,058
DODGE	2,300	1,696	2,825	8,216	68,978	92,346
FORD	10,741	13,374	11,566	61,525	448,867	502,734
GMC	2,976	2,249	3,096	14,222	124,163	172,323
INTERNATIONAL	876	1,195	1,098	4,843	53,076*	34,785
VOLKSWAGEN	.....	.....	.....	.....	31,038	8,103
JEEP	2,000*	2,000*	1,929*	8,488	72,188	61,052*
AM GENERAL	50*	50*	50*	220*	2,886	1,680*
MISCELLANEOUS	1,000*	1,400*	1,000*	4,400*	47,320	40,000*
Total Trucks, U. S.	26,884	26,554	33,490	142,385	1,194,764	1,390,081

CANADIAN TRUCK PRODUCTION

	Week Ended Sept. 11, 1982	Week Ended Sept. 12, 1981	Week Ended Sept. 4, 1982	Aug. Total	Jan. 1 to Sept. 12, 1981	Jan. 1 to Sept. 11, 1982
CHRYSLER CORP.	2,543	1,592	1,330	10,010	58,670	72,282
FORD MOTOR	2,452	2,342	2,809	16,026	104,851	103,438
GENERAL MOTORS	4,448	3,027	4,707	11,639	195,283	178,232
INTERNATIONAL	208	211	262	1,110	8,142	8,162
Total Trucks, Canada.	9,651	7,172	9,108	38,785	366,946	362,114
N. American Trucks	36,535	33,726	42,598	181,170	1,561,710	1,752,196

†—Now includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.

U. S. CAR PRODUCTION

	Week Ended Sept. 11, 1982	Week Ended Sept. 12, 1981	Week Ended Sept. 4, 1982	Aug. Total	Jan. 1 to Sept. 12, 1981	Jan. 1 to Sept. 11, 1982
AMERICAN MOTORS	2,800*	2,000*	2,800*	12,411	93,572*	51,779*
Spirit	.....	.....	.....	.....	.....	.....
Concord	.....	.....	.....	.....	.....	.....
Eagle	.....	.....	.....	.....	.....	.....
CHRYSLER CORP.	11,550	12,843	14,809	33,121	569,760	406,625
Plymouth Total	4,450	6,681	5,450	11,524	296,836	164,922
Horizon	1,800	2,391	2,253	2,784	114,878	52,443
Reliant	2,500	4,290	2,928	8,524	172,371	111,950
Caravelle ('81)	.....	.....	.....	.....	2,139	.....
Caravelle ('83)	150	.....	269	216	.....	529
Gran Fury	.....	.....	.....	.....	7,448	.....
Chrysler Total	2,400	353	3,169	8,858	22,448	81,192
LeBaron	1,400	353	1,939	5,726	17,586	76,383
Chrysler	.....	.....	.....	.....	4,862	.....
Chrysler E-Class	1,000	.....	1,230	3,132	.....	4,809
Dodge Total	4,700	5,809	6,190	12,739	250,476	160,511
Omni	1,400	2,313	1,875	2,470	98,986	48,728
Aries	2,000	3,179	2,930	6,253	134,914	85,026
Diplomat	.....	.....	.....	.....	12,644	.....
Dodge 400	400	317	540	2,349	250	23,641
Dodge 600	900	.....	845	1,667	.....	3,116
St. Regis	.....	.....	.....	.....	3,682	.....
FORD MOTOR	18,061	27,488	17,341	73,283	984,634	772,704
Ford Division	12,100	18,764	10,929	43,260	672,125	487,652
Escort	5,624	8,013	7,294	20,242	257,579	199,057
Fairmont	2,683	3,027	.....	11,803	139,541	88,477
Must./Must. II	2,756	3,192	3,419	6,679	115,775	90,616
LTD/Granada	767	3,036	.....	.....	66,692	74,818
Thunderbird	.....	1,435	.....	4,068	51,630	29,326
Ford	.....	.....	.....	.....	40,886	.....
EXP	270	61	246	468	22	5,358
L-M Division	5,961	8,684	6,412	30,023	312,509	285,052
Mercury Total	4,321	7,752	4,351	23,000	271,295	219,315
Lynx	1,603	2,603	1,893	7,222	88,887	62,836
Capri	827	1,080	935	2,840	39,651	25,279
Zephyr	397	664	.....	3,679	42,133	28,916
Marquis/Cougar	227	1,106	.....	.....	32,274	36,180
XR-7	.....	1,013	.....	2,253	24,537	10,580
Mercury	1,158	1,248	1,470	6,875	43,793	54,181
LN7	109	38	53	131	20	1,343
Lincoln Total	1,640	932	2,061	7,023	41,214	65,737
Continental ('82)	328	274	412	1,406	988	13,674
Lincoln	854	325	919	3,180	19,651	29,930
Mark VI	458	333	730	2,437	20,575	22,133
GENERAL MOTORS	59,249	46,056	65,384	224,000	2,942,534	2,323,894
Buick Division	12,289	8,896	14,213	59,214	653,529	542,364
Skylark	3,620	.....	4,080	10,928	209,276	104,388
Skyhawk J	1,081	.....	777	246	.....	49,784
Century	320	.....	403	8,107	86,861	89,941
Regal	3,200	4,523	4,027	20,178	189,707	147,605
Buick	3,108	3,231	3,749	16,878	118,912	124,879
Riviera	960	1,142	1,177	2,877	48,753	25,767
Cadillac Division	4,660	4,619	5,718	11,746	184,995	158,839
Cimarron	436	806	408	125	15,016	4,504
Seville	448	455	538	1,130	17,101	14,504
Eldorado	896	984	1,185	2,855	42,662	38,736
Cadillac	2,880	2,374	3,587	7,636	110,216	101,095
Chevrolet Division	19,562	15,996	19,873	85,164	1,093,296	750,866
Chevette	3,569	5,431	715	14,537	252,544	156,756
Cavalier	2,768	3,359	2,928	3,782	70,255	61,965
Celebrity	1,984	.....	2,533	2,688	.....	46,866
Camaro	4,400	.....	4,996	23,666	87,694	167,338
Citation	2,304	.....	2,127	13,386	255,934	128,665
Malibu	1,071	2,057	1,912	10,809	174,953	86,073
Monte Carlo	1,896	2,005	2,558	7,051	104,673	52,309
Chevrolet	1,096	2,705	1,505	7,583	125,350	30,821
Corvette	474	439	599	1,662	21,893	20,073
Oldsmobile Division	14,661	9,855	17,033	46,080	628,542	537,115
Omega	1,180	.....	1,724	2,248	109,277	61,222
Firenza	415	.....	372	126	.....	34,798
Cutlass	4,080	3,840	5,144	11,887	293,401	138,668
Cutlass/Ciera	3,520	.....	4,398	7,827	.....	87,445
Oldsmobile	4,890	5,297	5,590	22,218	194,269	192,900
Toronado	576	718	705	1,719	31,595	22,082
Pontiac Division	8,077	6,690	7,647	21,791	382,172	334,710
Acadian†	.....	213	.....	519	16,163	8,353
2000	820	2,048	1,093	1,441	48,557	30,296
1000	438	1,912	.....	.....	61,896	27,751
Firebird	3,600	.....	3,318	15,810	43,468	99,811
Phoenix	1,216	.....	835	1,456	81,812	37,478
G. Prix/B'ville ('83)	1,107	2,517	1,223	1,643	78,185	103,745
A6000	896	.....	1,147	922	.....	27,276
LeMans	.....	.....	.....	.....	42,027	.....
Pontiac	.....	.....	.....	.....	10,064	.....
VOLKSWAGEN	.....	.....	.....	.....	121,813	60,121
CHECKER	.....	.....	.....	.....	1,544	2,163*
Total Cars, U. S.	91,660	88,347	100,334	342,815	4,713,857	3,617,286

CANADIAN CAR PRODUCTION

	Week Ended Sept. 11, 1982	Week Ended Sept. 12, 1981	Week Ended Sept. 4, 1982	Aug. Total	Jan. 1 to Sept. 12, 1981	Jan. 1 to Sept. 11, 1982
AMERICAN MOTORS	960	568	1,204	5,345	23,732	23,161
CHRYSLER CORP.	3,440	2,209	2,089	16,168	41,671	116,036
FORD MOTOR	6,591	2,125	8,766	28,715	160,553	220,464
GENERAL MOTORS	6,620	5,550	7,134	18,313	354,031	255,126
VOLVO	195	171	195	395	7,005	7,111
Total Cars, Canada	17,806	10,623	19,388	68,936	586,992	621,898
N. American Cars	109,466	98,970	119,722	411,751	5,300,849	4,239,184
N. American Trucks	36,535	33,726	42,598	181,170	1,561,710	1,752,196
North American Cars and Trucks	146,001	132,696	162,320	592,921	6,862,559	5,991,380

†—All Acadians and Caravelles are built for sale in Canada. *—Estimated.